



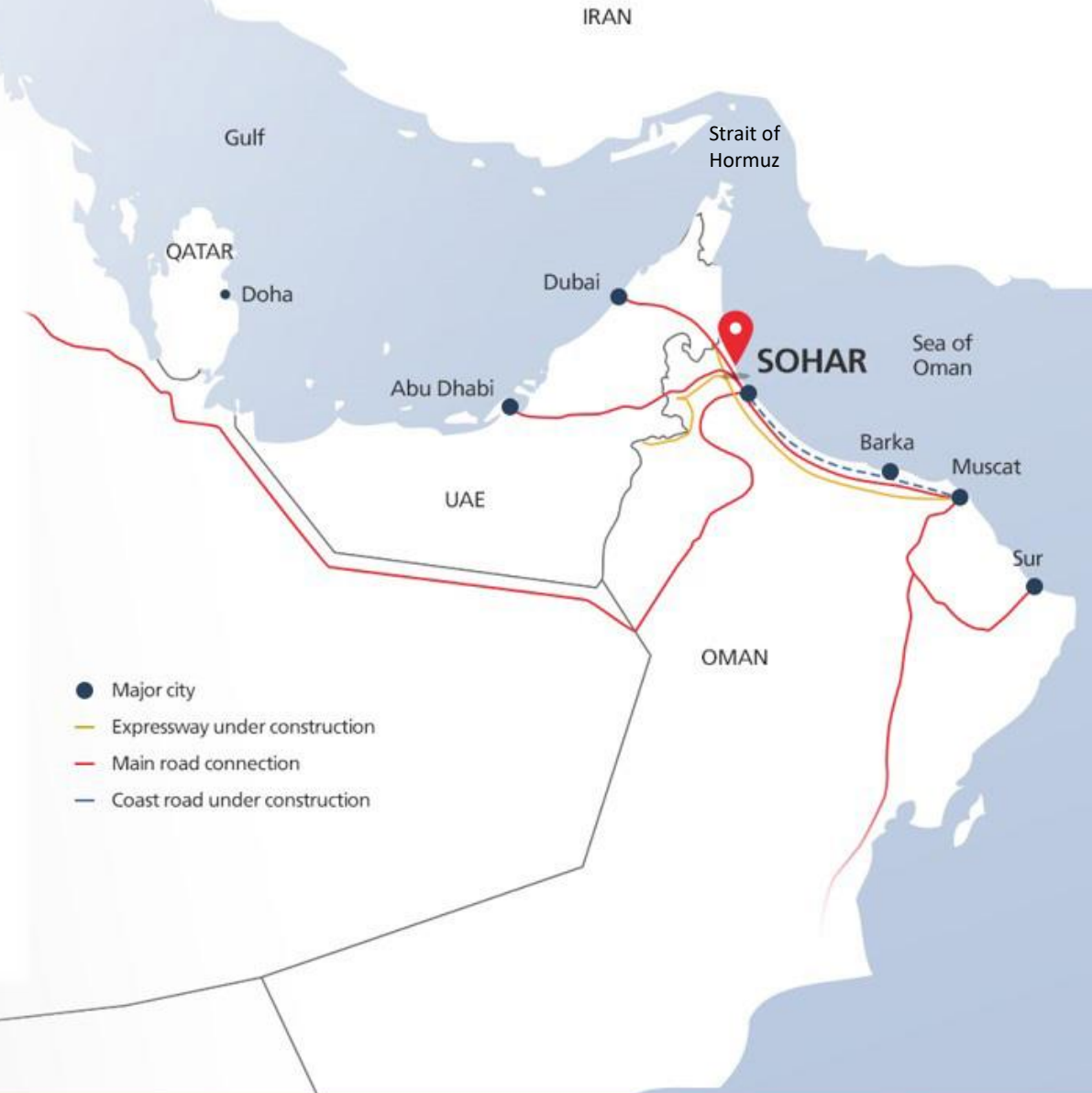
Invest in Oman Webinar
June 24, 2020

Robert Bartstra – Executive Commercial Manager

Who is SOHAR?

SOHAR
PORT / FREEZONE

- Created as a one port and free zone organization to serve as the main import/export hub of Oman
- Established in 2004 with investments of \$28 bln; providing service to Oman and the world for over 15 years
- Located just outside Strait of Hormuz and with landslide connectivity across GCC and direct connections to India
- Applies a cluster model based around Logistics, Metals, Petrochemicals and Food



Who is SOHAR?

- Partners with Port of Rotterdam, Europe's largest sea port, sharing their support, experience, international standards and quality
- Offers a 4,900 acre port, 11,000 acre free zone and is still expanding
- Accommodates 3,500 vessels / 65 mln tons per year (comparable to Port of Los Angeles in the U.S.)
- A full-service port with liquid, container, and bulk terminals provided by commercial partners (landlord model)



Why SOHAR?

- Number of Investments = \$28 bln
 - 200,000 barrel/day refinery onsite
 - \$6.7 bln Liwa Plastics Plant
 - \$300 mln Sohar Textiles Complex
- Access to raw materials
 - Within SFZ and/or immediate surrounding area
 - Polypropylene, polyethylene
 - Aluminum, steel, ferrochrome, copper
 - Limestone, gypsum, silica, quartz
 - Sugar, rice, grain, edible oils
- Cluster approach
 - Sharing of resources
 - Upstream/downstream opportunities
 - Efficiency/cost reduction of transport
 - Same management for port and free zone



Why SOHAR?

- World Class Infrastructure
 - Facilities
 - Region's only dedicated agro berth
- Expert Services
 - Advising on US-Oman FTA
 - Assistance with business cases
 - One Stop Shop
- Access to Market
 - Closest to GCC / Muscat by sea and road
 - Main port for goods into Oman (two thirds of overall imports)
 - Shipping routes (550+)
- Cost Savings
 - Competitive electricity
 - Access to natural gas
 - Development of solar power - Shell
 - Limit transport costs due to cluster approach



Industry Leaders who chose SOHAR

- HARSCO (USA): Steel waste management and recycling
- Vale (Brazil): Largest producer of iron ore and nickel in the world
- SV Pittie (India): 3rd largest cotton yarn manufacturer in India; creates Omani yarn
- SPMP (Oman): Largest antimony-gold processing outside of China
- Jindal Group (India): Steel manufacturer



Opportunities at SOHAR

Opportunities are possible at SOHAR for those with vision. The cluster approach of SFZ presents clients with network opportunities for collaborations and partnerships including:

- Downstream Plastics: Polymer-based product applications for healthcare, automotive and packaging
- Downstream Textiles: Yarn as an Omani good available on-site to be included in textile products, utilizing US-Oman FTA
- Downstream Metals: Rich sources of raw materials provide an ideal environment for steel, copper, limestone, aluminum, and ferrochrome production



Opportunities at SOHAR

- Food and Beverages: Value add; processing; packaging; warehousing; distribution – all in one place
- Warehousing & Logistics: Export US products into regional market and beyond
- Clean Energy: Development of solar PV projects to diversify and enter a sustainable practice



SOHAR - It All Starts Here



- SOHAR offers good incentives, a transparent regulatory environment, stable energy and connections to be your business hub to the Middle East, Asia and Africa
- Viable alternative to China and close access to the booming market of India



Location



Accessibility



Stability



Support



Soharportandfreezone.com
+968 26852700

Robert Bartstra
Executive Commercial Manager
+968 98139019
robert.bartstra@soharportandfreezone.com